The Tribune's Page of Business News



Dry Goods Men Meet to Lay Plans for Big Year In Retail Merchandising

Optimism Prevailing Sentiment Among Business Leaders From All Sections at National Convention-Drive for Membership of 100,000, Launched Yesterday, to Insure Closer Co-operation and Better Selling Methods-Federal Aid on Teaching Retailing Promised by the Government

America's merchandising leaders, in quest of a more vivid concept of thought membership within a reason-except his statement of his own orable time ought to be between 10,000 torical ability.

The president of the association said, and 100,000.

Dr. Rastall, acting as an expert in organizing, brought together the ideas of various elements of the association who aspired to bring into being a genuinely "national mind" in merchandizing through a larger association. The plan requires, in addition to dues, underwriting amounting to \$250,000 a year for the next two years, and in the enthusiasm of the moment, without preparation, more than \$150,000, it was estimated, was pledged just before the close of the afternoon session.

The ideal of the new organization who aspired to bring into being a genuinely "sualized by contact with other mentalities.' Admitting this, every activity definitely linked with the development of modern business traces its for the next two years, and in the enthusiasm of the moment, without preparation, more than \$150,000, it was estimated, was pledged just before the close of the afternoon session.

The ideal of the new organization who aspired to bring into being a genuinely sualized by contact with other mentalities.' Admitting this, every activity definitely linked with the development of the next two years, and in the enthusiasm of the moment, without preparation, more than \$150,000, it was estimated, was pledged just before the close of the afternoon session.

The ideal of the new organization to dues, underwriting amounting to \$250,000 a year for the next two years, and in the enthusiasm of the moment, without preparation, more than \$150,000, it was estimated, was pledged just before the close of the afternoon session.

The ideal of the new organization to dues, underwriting this, every activity definitely linked with the development of modern business traces its fullest development when visualized by contact with other mentalities.' Admitting this, every activity definitely linked with the development of modern business traces its fullest development only reaches its fullest development when visualized by contact with other mentalities.' Admitting this, every activity definitely linked with the development of the

hef that the American retailer, buttressed by a greatly expanded national organization, would hurdle the unquestionable obstacles of the reconstruction period, and that tre-

lined their buying plans for 1919 to follow the retail demand. In this connection it was recalled that John G. Shedd, president of Marshall Field & Co., said last week that retail sales in December and January last were unprecedentedly large in volume, and that Isaac Gimbel, president of Gimbel Brothers, had prophesied that 1919 would be a record year for sales in the retail

Would Bury Old Idea

and service. The delignous extraction of the highest system of the studies of the service of the

of hostilities increased the economic puzzles of the nation. It is the eighth annual convention of the National Retail Dry Goods Association.

National Retail Dry Goods Association.

Unprecedented problems challenged the ingenuity of these keepers of the marts of the nation at the first of the three days' sessions, yet their attitude, collectively and individually, gleamed in confidence and hope, not only for the distant future, but also for the critical months of adjustment which are tomorrow. Heads of large department stores and owners of small specialty shops concurred in the belief that the American retailer, but.

Luxury Tax Move Applauded

Lit is The ideal of the new organization on sews organization was revealed by Dr. Rastall, who said: "Its one ideal is the spring up was revealed by Dr. Rastall, who said: "Its one ideal is the service. It sees service developing in three great sections. First, in the field of public affairs, the proper influencing of legislation, the assistance of governmental organizations in the first of the three days' sessions, yet their attitude, collectively and individually, gleamed in confidence and hope, not only for the distant future, but also for the critical months of adjustment which are tomorrow. Heads of large department stores and owners of small specialty shops concurred in the belief that the American retailer, but.

Luxury Tax Move Applauded

Luxury Tax Move Applauded

mendous sales and large turnovers would make 1919 a notable year.

Representatives of nearly a score

Representatives of nearly a score

against the luxury tax, by stating that Representative Kitchin would introduce in the House a resolution to modify the luxury tax before the bill becomes

key to the prosperous future. Merchants Advise a

Middle Buying Course and

Plan to Teach

Merchandising in Schools

Many Firms Exhibit

radical ideas are developing a time, therefore, when it is ly essential that the great elements of this country, per organization, hold fast as mors of these radical moments within the preparation. Launch Campaign More Inquiries for Prices **Against Pessimism**

Banker Says There Is Nothing Disturbing in Situa-

Metals

on Metal Products Indicate Trade Revival

tion and Calls for Movement to Knock Out Doubt terpreted as indicating an awakening pitious for the successful launching of early orders of substantial size. The been guilty of profiteering at their

"There is nothing in this situation Sheet Mills Producing Steel for Automobiles

Leather

Association Gives Facts of Leather Situation

footwear of heavier make, with the
result retailers have been carrying
heavier stocks than usual of high
shoes, the slow movement of which
has reacted on the makers. Reports
18
18
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4
191/4

normal for the winter season.

On the other hand, manufacturers are expecting to do a larger business in spring and summer styles of footware than ordinarily, as retailers, being stocked up with heavier grades of winter shoes, have hesitated to buy spring goods in quantities much in excess of their immediate needs. But they are starting to buy more freely thow, and advance orders received this week provide a basis for the expectation of a large spring business.

In making recommendations for women's footwear for the fall and winter season of 1919 the Council of National Service of the Shoe and Leather Industry takes the position that trade conditions are such that conservative business must continue conservative business must continue to be the rule and stocks on the shelves of the retailers must be kept in a liquid state in order that the industry and the trade in general may be adjusted to conditions that may arise after June 1, 1919. Recommendations as regards styles for next fall are:

"1. Colors—Leathers for women's shoes be confirmed to three shades of brown—dark, medium and beaver; two shades of gray—medium dark and sh

American Dyemakers Not Profiteers, Authority Says

Charges That Color Manufacturers Took Advantage of Textile Mills Refuted by Dr. J. Merritt Mat. thews; Conditions Assuming Normal Aspect

to produce and sell dyes at the price the German product was sold for

Business Money

National Boot and Shoe is very probably a temporary transa

n the market and importations are about over.

With labor troubles in the industry settled, at least for a time, the manufacture of fur apparel for next senson is getting well under way. Some retail furriers and department stores report that they did more business in furs and last month than ever before in a like wood of the stores of t

shades of gray—medium dark and for new styles. Manufactures and dismedium light: bronze, white, black and patent leather.

"2. Height—That the standard attention to Palm Beach and less to Paris in observing style tendencies

American Buying in Yokohama

"2. Height—That the standard height of women's lace boots, carrying all kinds of heels, be 8½ to 9 inches on size 4B, measured from top at the side to the breast of heel. The heighth of women's button boots be not more than eight inches.

"It is recommended, however, that the manufacture and sale of women's button boots for the entire year of 1918 be discouraged.

"3. Styles—Styles be confined to pieced patterns and foxed effects in so far as possible."

attention to Palm Beach and less to Paris and less to Paris in observing style tendencies each year.

Market Is Reported

Prices for raw silk in the Yokobiha market have advanced to 1400 yea, the entire year of 1918 be discouraged.

O Railroads and the transportation committee of the National Shee Wholesalers of the United States. Specifications regarding thickness of work for one month, probably during the mandatory on March 1.

London Fur Sale Successful London cables state that furs are going well at the sale of C. M. Lampson & Co., the greatest advances being in Musquash. Spring, winter and late fall skins show advances averaging 75 per cent. The French millinery and riding habit and sport goods buyers of Franklin Simon & Co. have left for Palm Beach, where they will watch for new styles. Manufactures and in New York find that the strike of waist and dress operatives is carting the waist and dress operatives in demand, but outside of New York find that the strike of waist and dress operatives in carting the waist and dress operatives to carting the waist and dress operatives are waist and dress operatives are waist and dress operatives the waist and dress operatives are waist and dress operatives are

and has been said and done the success of realizable for a fairner of our business depends wholly on the human factor.

If the yearning for recognition among the workers of industry extends to their fellow workers in commerce, would it not be wisdom to have this organization representative of the many retailers, rather than the few—representative in number, of the designation must be developed without disturbing, much less destroying, competition, or encouraging any of the evils which are so broadly and usually so unjustly startivated to commercial combination."

Plan Larger Organization
The others of the 600 members of the association, like their president, have been chafing under the necessary restriction of their activities through their lack of numerical strength. Mr. Kilduff in the morning said that the membership ought to be raised from 500 to 60,900, and later in the day, after B. M. Rastall, doctor of philosophy in applied conomic for the association, which was adopted without dissent, Mr. Kilduff and proposed of virtually all populous, and provided the delegates that he expansion of their activities through their lack of numerical strength. Mr. Kilduff in the morning said that the membership ought to be raised from 500 to 60,900, and later in the day, after B. Mr. Rastall, doctor of philosophy in applied economics of the interaction, which was adopted without dissent, Mr. Kilduff and proposed of virtually all populous, and provided the configuration of their activities through their lack of numerical strength. Mr. Rastall, doctor of philosophy in applied economic for the association, which was adopted without dissent, Mr. Kilduff in his opening astream of the delegates that he perspecti

At Milliners' Dinner

v27.45 Closed